

American Trucking Associations

- Federation of 50 State Trucking Assns.
- Conferences (for Operational Specialties)
- Councils (for Ind. Professional Specialties)
- ATA represents 37,000 Motor Carriers
- 3PLs and Logistics







NAFC
National
Accounting &
Finance Council

Safety & Loss Prevention Management Council



COUNCIL OF



**AMERICAN
TRUCKING
ASSOCIATIONS**

Trucking Industry Facts

- The industry is comprised of 564,000 for-hire and private trucking companies.
- 96% have 20 trucks or less.
- Shippers spend 88 cents of each freight \$1 on trucks.
- For 80% of all American communities, trucks are their sole means of supply.

Without Trucks, America Stops.

Trucking Safety - 1

- **Truck-Involved Fatal Crash Rate Fell to All-Time Low in 2004**
- **Lowest since data-keeping began, 1974**
- **ATA *Share the Road* Program**
- **ATA called on 25 state legislatures for primary safety belt laws.**
- **ATA supports EOBRs if field tests demonstrate safer operations.**

Trucking Safety - 2

- Fatal Crash Rate for large trucks dropped 22% from 1993 to 2003.
- In 73% of fatal accidents involving large trucks and passenger cars, police cited the car driver and not the truck driver.

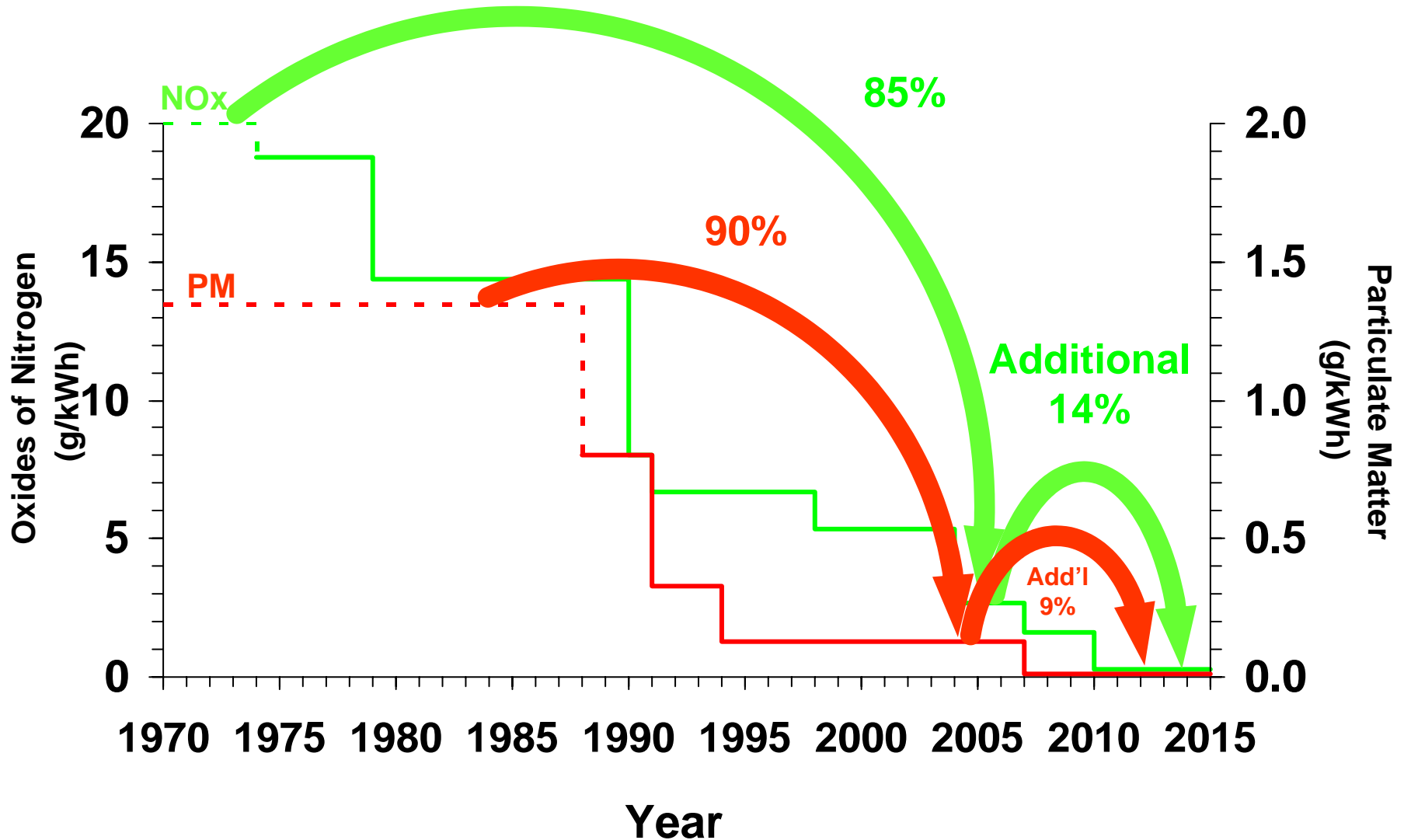
Truck Drivers are the Industry BACKBONE

- 3.24 Million commercially licensed drivers
- Long-haul daily run is 500 miles
- Long-haul driver annual average 100-110k
- 2006, we are 20,000 long-haul drivers short
- 2014, we will be 111,000 drivers short (holding variables constant)

Trucks and Taxes

- Average: 40.6 cents tax for gasoline
- Average: 46.6 cents tax for diesel trucks
- Trucks pay 40% of all federal highway taxes because they pay substantial excise taxes too.
- Commercial truck annual operating taxes average about \$16,000 per truck

US On-Highway Emission Standards



DoD Freight Issues – challenges

- Defense Transportation Coordination Initiative (DTCI)
 - Still an incomplete blueprint
 - Industry wants to retain rate negotiation with DoD directly, and retain current successful automated payment performance.
- Military Freight Transportation Rules Publication 1-C, 1-D
- Tailored Transportation Contract renewal is stalled.

GSA Topics

- NPRM, Freight Data Collection
 - Smart move by GSA
- NPRM, Transportation Manager Training
 - Everybody can win with this
- Industrial Funding Fee (IFF)
 - Related closely to the NPRMs

The ATA greatly appreciates being able to work closely and efficiently with GSA !